

Message Text

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ACTION EB-08

INFO OCT-01 ARA-14 ISO-00 SOE-02 AID-05 CEA-01 CIAE-00

COME-00 DODE-00 DOE-15 H-02 INR-10 INT-05 L-03

NSAE-00 NSC-05 OMB-01 PM-05 ICA-20 OES-07 SP-02

SS-15 STR-07 TRSE-00 ACDA-12 /140 W

-----112088 171443Z /41

R 161945Z JUN 78

FM AMCONSUL SAO PAULO

TO SECSTATE WASHDC 8598

INFO AMEMBASSY BRASILIA

AMEMBASSY BUENOS AIRES

AMCONSUL RIO DE JANEIRO

AMCONSUL SALVADOR

UNCLAS SAO PAULO 1736

FROM EMBASSY COMMERCIAL COUNSELOR

E.O.11652: N/A

TAGS: BEXP, BR

SUBJECT: PETROLEUM EXPLORATION TRADE MISSION

REF: STATE 145937; SAO PAULO 0930

1. WE ARE PLEASED AT THE HIGH QUALITY OF PARTICIPATION IN THE PETROLEUM EXPLORATION TRADE MISSION. WE HAVE NOTIFIED THE PRESIDENT OF PETROBRAS, THE STATE OIL COMPANY, THAT THE MISSION WILL BE IN BRAZIL AUGUST 20-27, AND HAVE REQUESTED HIS COOPERATION. WE ARE CONFIDENT THAT PETROBRAS WILL GIVE FULL COOPERATION AND WILL MAKE HIGH LEVEL OFFICIALS AVAILABLE TO MEET WITH MISSION. WE WILL PURSUE WITH PETROBRAS THE POSSIBILITY OF SETTING UP A FORUM TYPE BRIEFING AS SUGGESTED IN PARA. 5 OF STATE 145937, BUT WE CONSIDER IT HIGHLY UNLIKELY THAT PETROBRAS WILL BE WILLING TO APPEAR FORMALLY AS CO-SPONSOR OF THE MISSION.

2. WE ASSUME THE REFERENCE TO POSSIBLE BRIEFINGS AS MINISTRIES

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IS INTENDED FOR ARGENTINA ONLY AND NOT BRAZIL. THE BRAZILIAN MINISTRY OF MINES AND ENERGY IS LOCATED IN BRASILIA. IN VIEW OF THE MISSION'S LIMITED TIME WE DO NOT RECOMMEND A VISIT TO BRASILIA. THE MISSION'S MOST IMPORTANT CONTACT WILL BE WITH PETROBRAS, WHICH HAS ITS HEADQUARTERS IN RIO DE JANEIRO.

3. PLEASE CONFIRM THAT THE VISIT TO BRAZIL IS STILL SCHEDULED FOR

AUGUST 20-27. AS INDICATED IN SAO PAULO 0930, OUR RECOMMENDATIONS AS TO JUST HOW THIS TIME WOULD BE BEST SPENT IN BRAZIL WILL DEPEND IN LARGE PART ON THE INTERESTS OF THE MISSION MEMBERS AND THE PRODUCTS THEY WISH TO SELL. PETROBRAS AND THE MAJOR OIL FIRMS WITH EXPLORATION CONTRACTS HAVE THEIR HEADQUARTERS IN RIO. THE MAJOR BASES FOR OFFSHORE DRILLING ARE VITORIA AND SERGIPE. THE MAIN ONSHORE PRODUCTION AREA, WHERE SECONDARY AND TERTIARY RECOVERY IS THE PRINCIPAL INTEREST, IS IN BAHIA. IN ORDER TO PERMIT US TO MAKE DETAILED RECOMMENDATIONS, PLEASE LET US KNOW THE PARTICIPANTS' INTERESTS AND THE PRODUCTS REPRESENTED.
TELLER

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NNN

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